



DISTRICT OFFICE DISPATCH

News for the small business community

2nd QUARTER REVIEW – MAY/JUNE 2007

U.S. Small Business Administration South Carolina District Office

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All of the SBA's programs and services are provided to the public on a non-discriminatory basis.

SBA Small Business Awards 2007

A Message from District Director Elliott Cooper

President George W. Bush has stated: "America's small businesses are the engine that drives our nation's economy." We agree. As a part of our nation's celebration of Small Business Week April 23-27, we honored South Carolina small businesses at our 2007 SBA South Carolina Small Business Awards Ceremony at the Salute to Small Business on April 11. The Salute event itself not only honored small businesses but also featured a series of business workshops to continue to raise the bar for small business in South Carolina. The Salute concluded with a legislative reception that allowed small business owners and advocates to meet their senators and representatives.

Congratulations to our 2007 winners!

Elliott O. Cooper

Small Business Persons of the Year

Amanda Somers, Lance Owens and Darlene Pope
Sports Spine & Industrial (SSI) – Greer

Small Business Person of the Year Runner-up

Deborah Gause
AccuStat EMR – Myrtle Beach

Young Entrepreneur of the Year

Robby Hill
HillSouth – Florence

Minority Small Business Entrepreneur of the Year

D. Delores Logan
AllCaregivers, Inc. – Lexington

Small Business Partner of the Year

J.M. "Mickey" Conway
Area Manager, Clemson University's Upper Savannah SBDC

Financial Services Champion of the Year

Patrick King
Loan Services Director, Charleston Citywide Local Dev. Corp.

Do you know someone who could be the 2008 Small Business Person of the Year or a Small Business Champion? Get a head start on the nomination process! Contact Susan Chavis at susan.chavis@sba.gov or 803-765-5373.

FY 2007 Lender Production Totals

(10/01/06 - 03/31/07)

7(a) Loans

LENDERS	# LOANS	\$ AMOUNT
Bank of America	79	1,912,200
Capital One, Federal Savings Bank	37	1,485,000
Innovative Bank	27	370,000
Business Development Corporation of SC	22	5,559,000
Branch Banking and Trust Company	19	4,025,100
First Fed. Savings & Loan Assoc. of Chlstrn	17	1,383,500
CIT Small Business Lending	11	3,209,800
Business Carolina	8	5,435,000
Business Loan Center, LLC	8	4,475,000
Superior Financial Group	6	52,500
Wachovia	5	1,899,500
Banco Popular North America	4	703,200
Suntrust	4	440,000
Community South	3	4,633,000
Beach First National Bank	3	2,450,000
UPS Capital Business Credit	3	886,000
Haven Trust Bank	3	420,000
Newtek Small Business Finance	2	942,000
Ocean Bank, FSB	2	480,000
Community West Bank	2	316,000
Greer State Bank	2	589,161
Islands Community Bank	2	453,350
First National Bank of Griffin	1	2,000,000
United Central Bank	1	1,425,000
United Community Bank	1	1,410,000
United Midwest Savings Bank	1	965,000
PNC Bank	1	928,000
Temecula Valley Bank	1	886,000
Excel National Bank	1	662,000
First National Bank of Nassau County	1	800,000
Main Street Lender 7(a), LLC	1	660,700
Irwin Franchise Capital Corporation	1	535,000
Bank of Granite	1	500,000
Merrill Merchants Bank	1	500,000
NCB, FSB	1	360,000
RBC Centura Bank	1	350,000
Saehan Bank	1	300,000
Small Business Loan Source	1	286,000
Sentry Bank & Trust	1	200,000
Stearns Bank	1	150,000
Mound City Bank	1	135,000
Bank of Travelers Rest	1	120,000
First Federal Bank	1	97,700
Regions Bank	1	60,000

Total **293** **\$64,982,711**

504 Loans

LENDERS	# LOANS	\$ AMOUNT
Certified Development Corp. of SC	27	15,380,000
Appalachian Development Corp.	6	4,225,000
Small Business Assistance Corp.	4	1,447,000
Catawba Regional Development Corp.	3	1,614,000
Provident Business Financial	1	485,000
CSRA Development Corporation	1	397,000

Total **42** **\$23,548,000**

Lenders –

Get on Board the “E-Tran”

E-Tran allows lenders to electronically submit their loan guaranty applications to the SBA and receive a response within hours. Applications may be submitted in one of three ways:

- Through a Web page where lenders can enter loan information for single loans;
- Through a secure Web site capable of accepting multiple applications simultaneously via an XML (Extensible Markup Language) file transfer
- By working with software intermediaries that have E-Tran loan submission functionality built into their program.

Here's what lenders are already saying about E-Tran:

- Instant assignment of SBA number (decreased turnaround time)
- Competitive advantage: Ability to respond in the marketplace and close loans faster
- Automated report features
- Confidence that eligibility compliance is being maintained through system of data entry and validation
- Instant validation ensures that there are no errors in data entry
- Automatic calculation of fees
- Access to technical support (very responsive)
- Drafts can be created and stored to return to at a later date
- Overall programming very “user-friendly” and easy to train

Are you eligible?

SBAExpress lenders with delegated eligibility authority will be given 1st preference, but all Express lenders are eligible. SBA is taking an incremental approach to opening E-Tran. Currently, SBAExpress and Preferred Lender Program (PLP) loan processing is E-Tran eligible. 504 loans will come online within the near future. A final timeline has not been determined.

Interested in using E-Tran or becoming a PLP or SBAExpress lender?

Contact Lois Johnson, SBA Lender Relations Specialist, at 803-253-3360 or at mae.johnson@sba.gov.